

Message Text

UNCLASSIFIED

PAGE 01 LONDON 13179 161652Z
ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 NEA-10 /031 W
-----108341 180239Z /64

R 161650Z AUG 78
FM AMEMBASSY LONDON
TO SECSTATE WASHDC 9183

UNCLAS LONDON 13179

ATTN: MEPD/CAGNE

E.O. 11652: N/A
TAGS: ECRE, IZ, UK
SUBJECT: MAJOR PROJECT - IRAQ IRRIGATION SCHEME.

1. GKN CONTRACTORS LTD., THE LARGE BRITISH ENGINEERING COMPANY IS PREQUALIFYING FOR IRRIGATION WORKS IN NORTHERN IRAQ, AND NEEDS AMERICAN SUBCONTRACTORS FOR LARGE SCALE ROTATING BOOM IRRIGATION PLANT SUPPLY AND INSTALLATION, AGRONOMIC DESIGN, AND HYDRAULIC ENGINEERING. CONTRACTS OVER THE NEXT FIVE YEARS ARE LIKELY TO BE WORTH \$4 THOUSAND MILLION.

2. THE U.K. COMPANY HAS EXISTING CONTACTS IN IRAQ FOR THE CONSTRUCTION AND OPERATION OF COLD STORES IN CO-OPERATION WITH CHRISTIAN SALVESEN, WORTH \$12 MILLION, AND FOR CONSTRUCTION AND OPERATION OF POULTRY PROCESSING FACTORIES WORTH MORE THAN \$50 MILLION IN CO-OPERATION WITH ROSS GROUP. RECENT OVERSEAS CONTRACTS INCLUDE AIRFIELD CONSTRUCTION IN ZAIRE, AND FOREST PRODUCTS FACTORIES IN THE SOVIET UNION. A WTDR PREPARED EARLIER THIS YEAR IS ON FILE, WHICH INDICATES THAT THE COMPANY IS ENTIRELY SUITABLE AS A TRADING PARTNER FOR U.S. INDUSTRY.

3. INITIAL CONTACT SHOULD BE WITH MR. K. BRACEWELL AT GKN CONTRACTORS LTD., P.O. BOX L9, IPSLEY CHURCH LANE,
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REDDITCH, WORCS., TEL: 0527 25222, TELEX 339775. TELEX RESPONSES ARE PREFERRED IN VIEW OF THE PLANNED VISIT TO IRAQ ON AUGUST 28 OF MR. PAUL MALLETT, MIDDLES EAST SALES MANAGER OF GKN, TO INITIATE PREQUALIFICATION FOR THE SUBJECT WORKS.

4. COMMERCE INFORMATION ONLY, NOT FOR GENERAL DISTRIBUTION

TION: PREVIOUS CONTACT WITH GKN AND BRITISH CONSULTING
ENGINEERING COMMUNITY INDICATES CONSIDERABLE INVOLVEMENT
OF U.K. GOVERNMENT FINANCING AND INFLUENCE IN ATTRACTING
CONTRACTS. THE APPROACH FROM GKN IS A GOOD INDICATOR
THAT EUROPEAN EQUIPMENT AND EXPERTISE FOR A PROJECT OF
THIS SIZE IS NOT AVAILABLE, BUT ALSO INDICATES THAT GKN
FEELS REASONABLY SURE OF OBTAINING SIZEABLE CONTRACTS.
BREWSTER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: IRRIGATION, WATER SUPPLY SYSTEM
Control Number: n/a
Copy: SINGLE
Draft Date: 16 aug 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
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Litigation History:
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SAS ID: 1727526
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT - IRAQ IRRIGATION SCHEME.
TAGS: ECRE, EAGR, IZ, UK
To: STATE
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